



Request for City Council Committee Action from the Department of Intergovernmental Relations

Date: February 3, 2012

To: Council Vice President Robert Lilligren and Council Member Elizabeth Glidden
Referral to: Ways and Means/Budget Committee

Subject: Contract with Faegre B&D Consulting for federal representation services in Washington, DC.

Recommendation: That the proper City officers be authorized to execute a contract for Faegre B&D Consulting for federal representation services in Washington, DC for twelve months, payable from 00100 84100.

Previous Directives: The City has had a contract for federal representation services since 2008 and has recently conducted an RFP process for the services and is recommending contracting with Faegre B&D Consulting.

Department Information

Prepared by: Gene Ranieri, Director, IGR

Approved by Gene Ranieri, Director, IGR_____

Presenters in Committee: IGR staff

Reviews:

- Permanent Review Committee (PRC): Approval YES Date September 22, 2011

Financial Impact

- Contract will not exceed \$10,000 per month and is within current department budget.

Supporting Information:

Current Contract.

The city entered into a one year contract in 2008 with Patton Boggs, a Washington, DC law firm, for federal representation services. The contract began in September 2008 and was for one year. The contract was extended (Amendment #1) in 2009 for two years through September 2011. Finally, in October 2011 it was extended for three months (Amendment #2) with a December 31, 2011 expiration date.

RFP Process.

As part of the 2008 request for proposals and representations to the city council, IGR staff intended to issue a RFP for federal representation services for 2012. An RFP was prepared

and presented to the Permanent Review Committee on September 22, 2011. Based on the committee's review, the RFP was amended and prepared for release on October 14, 2011. Responses to the RFP were due by November 14, 2011. At the close of business on the 14th, 8 firms had submitted responses.

RFP Review.

To assist the IGR Director an advisory group was formed to help review the RFP and conduct the interviews. The group included the Council President, Chair of the IGR Committee, Minneapolis Health Commissioner, Mayor's Chief of Staff, and the IGR Director. The group selected four firms to invite to Minneapolis for interviews. The interviews were held the week of January 3. The Council Vice President filled in for the IGR Chair during the interview process. The group met twice after the interviews and selected the firm of Faegre B&D Consulting to represent the city with the federal government. The contract would be for a 12-month period and would not exceed \$120,000, or \$24,000 below the previous contract amount.

Faegre B&D Consulting.

Founded in 1985, the firm since its inception has served local governments in federal legislative, regulatory and business development needs. Local government clients have included Newark, New Jersey, Indianapolis, St. Louis County, Missouri, and transportation and development agencies in Midwestern states. The firm has expertise in economic development, transportation, urban agriculture, and housing. Staff of the firm has worked for Congressional policy and appropriation committees, state and local governments. The firm has approximately 50 employees who are public policy analysts, lawyers, fiscal and development specialists. The firm offers a range of services including Congressional advocacy, advice on federal policy and programs, grant application assistance, and liaison with federal agencies in Washington and at the regional level. (Region 5 Chicago) and national organization such as the US Conference of Mayors and the National League of Cities.

The firm was a subsidiary of the Indianapolis based law firm of BakerDaniels. As of January 1, 2012 BakerDaniels merged with the Minneapolis based law firm FaegreBenson. As a result of the merger the B&D Consulting became Faegre B&D Consulting.